

File 16:Gale Group PROMT(R) 1990-2002/Dec 27
(c) 2002 The Gale Group
File 148:Gale Group Trade & Industry DB 1976-2002/Dec 27
(c)2002 The Gale Group
File 160:Gale Group PROMT(R) 1972-1989
(c) 1999 The Gale Group
File 275:Gale Group Computer DB(TM) 1983-2002/Dec 30
(c) 2002 The Gale Group
File 621:Gale Group New Prod.Annou.(R) 1985-2002/Dec 27
(c) 2002 The Gale Group
File 636:Gale Group Newsletter DB(TM) 1987-2002/Dec 30
(c) 2002 The Gale Group
File 570:Gale Group MARS(R) 1984-2002/Dec 30
(c) 2002 The Gale Group

?ds

Set	Items	Description
S1	224734	(INCENTIVE? OR LOYALTY OR REWARD? ? OR AWARD? ? OR E()CENTIVE? OR MOTIVAT? OR PROMOTION? ? OR BONUS OR BONUSES) (3N) (PROGRAM? ? OR SYSTEM? ? OR CAMPAIGN? ?)
S2	18082	S1(5N) (ELECTRONIC? OR COMPUTERI? OR DIGIT? OR DIGITAL? OR - ONLINE OR ON()LINE OR WEBSITE? OR WEBPAGE? OR WEB() (PAGE? OR - SITE?) OR INTERNET OR AUTOMATE? OR NETWORK? OR SERVER? OR WWW OR WORLD()WIDE()WEB OR WORLDWIDEWEB)
S3	209211	(GOAL? ? OR GOAL() (SETTING? OR PLANNING?) OR PERFORMANCE? - OR ACHIEVEMENT? OR ACCOMPLISH? OR SUCCESS? OR QUOTA OR QUOTAS OR PRODUCTIVITY OR COST()SAVING?) (5N) (REPORT? ? OR MODIF? OR - STORING OR STORE? ? OR STORAGE? OR HEURIST?)
S4	421793	(GOAL? ? OR GOAL() (SETTING? OR PLANNING?) OR PERFORMANCE? - OR ACHIEVEMENT? OR ACCOMPLISH? OR SUCCESS? OR QUOTA? ? OR PRO- DUCTIVITY OR COST()SAVING?) (5N) (TRACK? OR MONITOR? OR FEEDBAC- K? OR EVALUAT? OR COMPARE? OR COMPARIS? OR MEASUR?)
S5	19	S2(S)S3
S6	11	RD (unique items)
S7	37	S2(5N)S4
S8	36	S7 NOT S6
S9	28	S8 NOT PY>2000
S10	28	S9 NOT PD=19990818:19991231
S11	12	RD (unique items)
S12	1008	S1(3N) (S3 OR S4)
S13	999	S12 NOT (S6 OR S11)
S14	800	S13 NOT PY>2000
S15	764	S14 NOT PD=19990818:19991231
S16	103	S15(5N) (HUMAN? ? OR PARTICIPANT? OR EMPLOYEE? OR CONTRACTO- R? ? OR ORGANIZATION? ? OR ORGANISATION? OR SALES() FORCE? - OR EDUCATION?)
S17	82	RD (unique items)
S18	58	S17 NOT INSURANCE?

6/3,K/1 (Item 1 from file: 16)
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07470370 Supplier Number: 62789060 (USE FORMAT 7 FOR FULLTEXT)
FEATURE/Sweepsclub.com Launches Into Higher Orbit; Innovative Webmarketeer's "Launch2Space" Contest Propels Winner into Space.
Business Wire, p2095
June 19, 2000
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 503

... opt-in" e-mails, newsletters and other web-based direct marketing vehicles with a proprietary **rewards** program.

According to **reports** from leading **Internet performance** analysis and measurement company Media Metrix, Sweepstakesclub.com significantly outperforms well-entrenched competitors in key **performance** categories.

In its latest **reports** for the month of April, Media Metrix data revealed that Sweepstakesclub.com experienced an average...

6/3,K/2 (Item 2 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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06980448 Supplier Number: 59082511 (USE FORMAT 7 FOR FULLTEXT)
Incentive Systems Goes to the Extreme; Extreme Networks Chooses Incentive's Software to Help It Manage Incentive Compensation for Its Rapidly Growing Sales Force.
Business Wire, p1220
Jan 31, 2000
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 707

BURLINGTON, Mass.--(BUSINESS WIRE)--Jan. 31, 2000

Incentive Systems announced today that **award-winning** switch provider **Extreme Networks** will use its incentive compensation solution to manage compensation for its sales force. The system...

...and international sales reps receive accurate and timely commission payments and have Web access to **performance reports**, which will ultimately motivate them to achieve corporate goals.

Extreme anticipated its rapid growth in...

6/3,K/3 (Item 3 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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06208518 Supplier Number: 54166341 (USE FORMAT 7 FOR FULLTEXT)
Why Dole Is Dropping Movie Tie-ins In Favor Of A Long-Term TV Alliance.
Entertainment Marketing Letter, v12, n3, pNA
March, 1999
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 757

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...dud, Dole's promotional layer, including offer of a self-liquidating plush pig, was very **successful**, he **reports**.) A year-long tie-in with Discovery not only covers Dole's prime promotion periods...

...! for a changing array of products. The continuity of the partnership prompts a multi-tiered **campaign** that includes a **loyalty program**, as well as **online**, on-air and localized efforts. The Website of each company links to the partner's...

6/3,K/4 (Item 4 from file: 16)
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06038238 Supplier Number: 53500155 (USE FORMAT 7 FOR FULLTEXT)

NEWSMAKERS 1998: The Year in Review.

Crecca, Donna Hood
Convenience Store News, v34, n15, p19(1)
Dec 14, 1998
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 3758

... Internet, however, is proving an easier task. Its capabilities as a marketing tool were tested **successfully** by chains such as The **Store 24** Inc. of Waltham, Mass., which launched a successful **loyalty program** on its **web site**. Numerous operators utilized their web sites to communicate with customers about their stores, locations, promotions...

6/3,K/5 (Item 5 from file: 16)
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05803851 Supplier Number: 50296417 (USE FORMAT 7 FOR FULLTEXT)
ADIC to Repurchase Shares; Company to Repurchase Up to \$5 Million in Common Stock.

Business Wire, p09090319
Sept 9, 1998
Language: English Record Type: Fulltext
Article Type: Article
Document Type: Newswire; Trade
Word Count: 504

... for the Company and its shareholders and will help offset potentially dilutive effects of existing **incentive programs**.

Headquartered in Redmond, Washington, Advanced **Digital** Information Corporation has been providing data storage solutions since its founding in 1983. With an...

...Company's own storage management software is an integrated family of software products including Hierarchical **Storage** Management (HSM) and high **performance** direct access archive software, as well as volume management control software for libraries. During 1997...

6/3,K/6 (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c) 2002 The Gale Group. All rts. reserv.

14715944 SUPPLIER NUMBER: 87770290 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Network Appliance Wins 2002 Network Storage Conference Award.

Business Wire, 0053
June 26, 2002
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 522 LINE COUNT: 00049

... Peripheral Concepts teamed with Computer Technology Review and InfoStor Magazine to officially launch the first **Network Storage Awards**

program . Together they designed the awards program to recognize outstanding achievement in storage networking.

"The storage networking industry is evolving so quickly that technological innovations are continually being made," commented Farid Neema, president of Peripheral Concepts. "The Network Storage Award Program was created to recognize the achievements made by companies who are leading the way within..."

6/3,K/7 (Item 2 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

08922072 SUPPLIER NUMBER: 18637564
Stores bring 'sense of passion' to vital housekeeping needs. (issue of outside maintenance firms and in-house cleaning staff)
Reda, Susan
Stores, v78, n8, p79(2)
August, 1996
ISSN: 0039-1867 LANGUAGE: English RECORD TYPE: Abstract

...ABSTRACT: house cleaning staff or turning to outside maintenance firms. The Ultimate Services Inc. (USI) uses computerized work loading, progressive incentive programs and state-of-the-art technology as it enables Macy's Herald Square to reduce payroll costs in operations by 25% and raise staff productivity and store cleanliness. On the other hand, Bloomingdale's, Neiman Marcus and Nordstrom remain committed to handling...

6/3,K/8 (Item 3 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

07552004 SUPPLIER NUMBER: 16340422 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Ready for your report card? (product ratings and other grading guides for pharmacies' quality of care and cost-effectiveness)
Harris, Norma
American Druggist, v210, n6, p27(4)
Oct, 1994
ISSN: 0190-5279 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 2912 LINE COUNT: 00233

... Health Systems Inc. are developing a report card initiative for the 30,000 or so network pharmacies in PCS's Generic Incentive Program . If a pilot run is successful , PCS hopes to begin publishing report cards for distribution to its network pharmacies on other sectors of its pharmaceutical benefits management...

6/3,K/9 (Item 4 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

06367392 SUPPLIER NUMBER: 13103159 (USE FORMAT 7 OR 9 FOR FULL TEXT)
NEW STUDY LISTS LATEST WAYS FOR SUPERMARKETS TO CUT DISTRIBUTION COSTS
PR Newswire, 0119AT012
Jan 19, 1993
LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 583 LINE COUNT: 00049

... overall distribution management.
-- Pipeline Performance Measures -- Management control tools and procedures for assessing total pipeline performance .
In addition, the report lists 19 specific cost - saving programs within these four broad areas, ranging from electronic data interchange

to new incentive systems for logistics personnel.
"Inventory management is a key weapon in the battle to reduce costs
...

6/3,K/10 (Item 5 from file: 148)
DIALOG(R) File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

03900038 SUPPLIER NUMBER: 06967948 (USE FORMAT 7 OR 9 FOR FULL TEXT)
**Second Annual Directory of Human Resources Services, Products and
Suppliers, January 1989. (directory)**
Personnel, v66, n1, pD1(167)
Jan, 1989
DOCUMENT TYPE: directory ISSN: 0031-5702 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 155534 LINE COUNT: 14711

... 1987 South, Salt Lake
City, UT 84104; 801-973-2916
Wisconsin
Milwaukee Eeffmeyer & Son Company, **Awards**, 5300 W. Clinton Ave.,
Milwaukee, WI 53223; 414-354-7800
Contact: Ms. Wendy Braatz, Vice...2 million+
No. of Employees: 17
Corporate sponsored outplacement firm,
specializing in executive and group
programs customized for individual clients.
Major clients include American Express.
Greyhound Corporation, Procter & Gamble,
Motorola.
Ingrid...No. of Employees: 16
HISTORIAN: Manages long-term storage
of employee training and development
history. **Stores** information about internal
training programs, external seminars, job
assignments, performance appraisal
information, and other T...

6/3,K/11 (Item 1 from file: 636)
DIALOG(R) File 636:Gale Group Newsletter DB(TM)
(c) 2002 The Gale Group. All rts. reserv.

03825756 Supplier Number: 48305460 (USE FORMAT 7 FOR FULLTEXT)
**3COM: 3Com to demonstrate next-generation networked solutions at
Marketechnics '98**
M2 Presswire, pN/A
Feb 20, 1998
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 1161

(USE FORMAT 7 FOR FULLTEXT)
TEXT:
...deployed a 3Com ATM solution in their enterprise, either at the
corporate office or in- **store** to dramatically boost networked application
performance. Symbol Technologies to Deliver Next-Generation Wireless
Solution Based on Market-Leading Palm Computing Platform...stores,
distribution centers, and regional and corporate offices. 3Com is a founder
of the Retail **Network** Innovation **Awards**; a **program** designed to
recognize retailer innovation in the use of networked applications.
Additional information on 3Com...

11/3,K/1 (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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07834419 Supplier Number: 65456789 (USE FORMAT 7 FOR FULLTEXT)
Spirent Communications TeraMetrics and NetIQ's Chariot Work Together to Create First Complete Network Performance Analysis Solution.
Business Wire, p0171
Sept 25, 2000
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 703

NetWorld Interop Atlanta 2000
Booth No. 7337
Enterprise Network Performance Analysis System "ENPAS" combines two award-winning products to measure performance from data link layer to application layer in a single solution
ATLANTA--(BUSINESS WIRE)--Sept...

11/3,K/2 (Item 2 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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07834412 Supplier Number: 65456781 (USE FORMAT 7 FOR FULLTEXT)
Spirent Communications Adtech AX/4000 OC-192c Layer 1-7 Testing Selected as NetWorld+Interop 2000 Atlanta Best Of Show Finalist.
Business Wire, p0162
Sept 25, 2000
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 827

... 1 optical network testing capability for the Adtech AX/4000 was named a finalist in **Performance Test & Measurement**. The Best of Show Awards program is designed to help network managers evaluate the new product offerings debuted at NetWorld+Interop and assist in their quest...

11/3,K/3 (Item 3 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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07508228 Supplier Number: 63019202 (USE FORMAT 7 FOR FULLTEXT)
Maritz Inc., Industry Leader in People-Based Business Solutions, Launches eMaritz... A New Internet Venture to Take its 70 Years of Experience in Improving Employee and Channel Performance to New Markets.
PR Newswire, pNA
June 28, 2000
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 827

... program operation, the site will communicate regularly with the program manager and program participants, help track performance and recognition earned and allow program participants to select awards from Maritz's proven, online and offline mix of thousands of merchandise and travel options.

"Through extensive primary and secondary...

11/3,K/4 (Item 4 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)

" (c) 2002 The Gale Group. All rts. reserv.

07429701 Supplier Number: 62487526 (USE FORMAT 7 FOR FULLTEXT)
AOL's Digital Marketing Services Adds New Partners, Expands Relationships
With Industry Leaders to Offer Online Custom Market Research.

PR Newswire, pNA

June 5, 2000

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 434

... We provide the widest sample reach through all of AOL's brands, superior technology for **online** research and a consumer **incentive system** that is unparalleled. We **measure** our **success** not only by expanding our partnerships, but also on our ability to cultivate and keep
...

11/3,K/5 (Item 5 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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07281131 Supplier Number: 61798459 (USE FORMAT 7 FOR FULLTEXT)
Motivation Online Pioneers ERM (TM) -- Employee Relationship Management.
PR Newswire, pNA
April 6, 2000
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 826

... productivity program through a simple graphical interface. Employees are automatically awarded points for performance-based **achievements** . **Motivation Online** 's **program** keeps **track** of the points and notifies employees of the point awards and the behaviors that earned... .

11/3,K/6 (Item 6 from file: 16)
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07190293 Supplier Number: 61396325 (USE FORMAT 7 FOR FULLTEXT)
JDA Advertising Earns Industry Accolades with Creative Campaign for Newest Internet Client HotDispatch.
Business Wire, p1152
April 10, 2000
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 632

REDWOOD CITY, Calif.--(BUSINESS WIRE)--April 10, 2000
Premier Tech Agency Launches Account with **Award** -winning **Campaign** ,
Agency Building Strong **Internet** Portfolio with **Track** Record of
Success
and Ability to Deliver Results at Cyber Speed
JDA Advertising, one of the fastest growing...

11/3,K/7 (Item 7 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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05769592 Supplier Number: 50257328 (USE FORMAT 7 FOR FULLTEXT)
ICOMS Announces Internet's Most Robust Digital Coupon System.
Business Wire, p08201256

August 20, 1998
Language: English Record Type: Fulltext
Article Type: Article
Document Type: Newswire; Trade
Word Count: 592

... discount. Digital Coupon attributes are logged along with the purchase transaction so merchants can easily **track** the **performance** of different offers and **incentive programs**.

ICOMS' Digital Coupons offer a full range of functionality and flexibility, including dollars off, percentage off, and...

11/3,K/8 (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

12373584 SUPPLIER NUMBER: 63132484 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Education And Incentives From Motivation Online.
Call Center Solutions, 18, 12, 119
June, 2000
ISSN: 1521-0774 LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 315 LINE COUNT: 00028

... a program administrator designs a productivity program, employees are automatically awarded points for performance-based **achievements**. **Motivation Online**'s **program** keeps **track** of the points and notifies employees of the point awards and the behaviors that earned...

11/3,K/9 (Item 2 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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12235695 SUPPLIER NUMBER: 62789060 (USE FORMAT 7 OR 9 FOR FULL TEXT)
FEATURE/Sweepsclub.com Launches Into Higher Orbit; Innovative Webmarketeer's "Launch2Space" Contest Propels Winner into Space.
Business Wire, 2095
June 19, 2000
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 535 LINE COUNT: 00049

... opt-in" e-mails, newsletters and other web-based direct marketing vehicles with a proprietary **rewards program**.

According to reports from leading **Internet performance** analysis and **measurement** company Media Metrix, Sweepstakesclub.com significantly outperforms well-entrenched competitors in key performance categories.

In...

11/3,K/10 (Item 3 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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12098481 SUPPLIER NUMBER: 62101366 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Motivation Online: Improvement And Incentive System. (Brief Article) (Product Announcement)
Call Center Solutions, 18, 10, 26
April, 2000
DOCUMENT TYPE: Brief Article Product Announcement ISSN: 1521-0774
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 133 LINE COUNT: 00015

TEXT:

Motivation Online recently launched an **online** employee performance

improvement and sales incentive system ; Web-based applications designed to track and recognize performance . After a company creates its productivity program on the system , Motivation Online 's program monitors performance and notifies employees of the point awards and the behaviors that earned them. Through direct...

11/3,K/11 (Item 4 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

02443892 SUPPLIER NUMBER: 03882227
Sales incentive programs that work. (banks and banking)
Wood, Gary A.
Bank Marketing, v17, n8, p24(3)
Aug, 1985
ISSN: 0888-3149 LANGUAGE: ENGLISH RECORD TYPE: ABSTRACT

...ABSTRACT: and monitoring and revising program procedures. Discussed in detail are the four prerequisites of effective incentive programs ; these are program definition, employee motivation , sales orientation, and automated performance tracking .

11/3,K/12 (Item 5 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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02018283 SUPPLIER NUMBER: 03139624
Fillips for the Future.
Tisdall, P.
Marketing, v16, p42-45.
Feb. 16, 1984
ISSN: 0025-3650 LANGUAGE: ENGLISH RECORD TYPE: ABSTRACT

ABSTRACT: Sales promotion will continue to grow in the next decade. Retailers will employ electronic facilities to launch promotions. Sales promotion complements media campaigns . Retailers can track the performance of their products using the electronic means available. Promotions will move toward more creative directions...

18/3,K/1 (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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09188236 Supplier Number: 61635624 (USE FORMAT 7 FOR FULLTEXT)
Nice N Easy Takes The Pledge. (Brief Article)
FRANCELLA, BARBARA GRONDIN
Convenience Store News, v36, n4, p22
March 27, 2000
Language: English Record Type: Fulltext
Article Type: Brief Article
Document Type: Magazine/Journal; Trade
Word Count: 3494

... provide customers with clean, safe stores and terrific service, the chain has put together an **incentive program** to **reward** good **performance** and keep **store employees** happy.

Each month, every store is mystery shopped. Among the points evaluated on a scale...

18/3,K/2 (Item 2 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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08214903 Supplier Number: 69070418 (USE FORMAT 7 FOR FULLTEXT)
EPA NAMES FACILITIES ELIGIBLE FOR REGULATORY RELIEF. (Minnesota Mining and Manufacturing Co.; Kerr-McGee Chemical Corp.) (Brief Article)
FRANZ, NEIL
Chemical Week, v162, n47, p9
Dec, 2000
Language: English Record Type: Fulltext
Article Type: Brief Article
Document Type: Magazine/Journal; Trade
Word Count: 110

(USE FORMAT 7 FOR FULLTEXT)
TEXT:

EPA has announced the first **participants** of its National Environmental **Performance Track program**, which **rewards** facilities that exceed federal environmental standards with incentives such as fewer inspections or record keeping...

18/3,K/3 (Item 3 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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07772961 Supplier Number: 64997875 (USE FORMAT 7 FOR FULLTEXT)
Tricon Appoints Lewis Chief Operating Officer; 23-Year Restaurant Veteran Charged With Driving Restaurant Excellence.
Business Wire, p2631
August 29, 2000
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 489

... and service. Central to these operational improvements is "C.H.A.M.P.S.," a **program** that trains and **rewards employee** **performance** against the most important **measures** of running a great restaurant (Cleanliness, Hospitality, Accuracy, Maintenance, Product Quality and Speed).

"Tricon's...

18/3,K/4 (Item 4 from file: 16)
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07526076 Supplier Number: 63022095 (USE FORMAT 7 FOR FULLTEXT)
COLLECTIONS EFFICACY AFFECTED BY STAFFING, HOURS, AND MORE.(Brief Article)
Credit Risk Management Report, v10, n12, pNA
June 26, 2000
Language: English Record Type: Fulltext
Article Type: Brief Article
Document Type: Newsletter; Trade
Word Count: 1020

... effectiveness and help them to run a cutting-edge collections shop include:

- * Hiring part-time **employees** ;
- * Evaluating performance of **employees** ;
- * Offering incentive programs ;
- * Streamlining systems ;
- * Evaluating use of technology.

Part Time Employees and Evaluation a Valuable Combination
During the CBA...

18/3,K/5 (Item 5 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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07168516 Supplier Number: 61203351 (USE FORMAT 7 FOR FULLTEXT)
Save Your Money.
Direct, v12, n4, p47
March 15, 2000
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 1177

... the thundering herd. Best customers must be recognized at every touch point where they and **employees** interact. To accomplish that, explode the information **stored** in **loyalty programs** out into the hands of line employees. For CRM to work, employees need three things...

18/3,K/6 (Item 6 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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06500775 Supplier Number: 55209984 (USE FORMAT 7 FOR FULLTEXT)
Case Study: Change Management Corporate Culture Education Caps M&A History at Covance Corp.
PR News, v55, n28, pNA
July 19, 1999
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 848

... to drive desired behaviors into practice. Key was the inclusion of "Covance Way" values into **employee performance measurement**, **incentive** pay and recognition **programs**. The company's longstanding "President's Circle" program was renamed "The Covance Way" to recognize...

18/3,K/7 (Item 7 from file: 16)
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06408614 Supplier Number: 54868317 (USE FORMAT 7 FOR FULLTEXT)

What Makes An Acquisition Successful.

La Valla, Joe

Printing News, v142, n22, p14

May 31, 1999

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 978

... in the confidentiality of the group, I learn from fellow CEOs. Topics include implementing an **employee bonus program** or **evaluating performance**. Without the benefit of this group, I would waste valuable time and energy instituting things...

18/3,K/8 (Item 8 from file: 16)

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06294404 Supplier Number: 54473497 (USE FORMAT 7 FOR FULLTEXT)

California Governor's Quality Awards.

PR Newswire, p3326

April 26, 1999

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 537

... California Trade and Commerce Agency, the Department of Consumer Affairs and the private sector, the **awards program evaluates organizations** against a series of **performance standards** that are now recognized as the measurement for excellence throughout the United States. Open...

18/3,K/9 (Item 9 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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05917793 Supplier Number: 53149070 (USE FORMAT 7 FOR FULLTEXT)

Cosmetic Center Announces Third Quarter Results; Strategic Initiatives in Process.

PR Newswire, p2731

Oct 29, 1998

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 1677

... expected to be substantially completed in the first half of 1999. The Company implemented certain **employee incentive programs** to reward **performance** based on defined sales **goals** as well as other **performance measures**," said Burton.

The Cosmetic Center also announced that it has received a letter from the...

18/3,K/10 (Item 10 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

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05873155 Supplier Number: 53047193 (USE FORMAT 7 FOR FULLTEXT)

BI Performance Services Achieves Baldrige Site Visit.

PR Newswire, p0995

Sept 30, 1998

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 477

... business results.

BI Performance Services is a full-service marketing company that combines communications, training, **measurement** and **rewards** into **performance improvement programs** for client, **employee**, distribution channels and consumer markets. The company has more than 1,400 associates providing quality...

18/3,K/11 (Item 11 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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05783002 Supplier Number: 50272258 (USE FORMAT 7 FOR FULLTEXT)

Delivering the brand promise helps achieve profitable growth: Shaun Smith looks at how companies should be connecting people, processes and customers to drive the brand.

Brand Strategy, pN/A

August 21, 1998

Language: English Record Type: Fulltext

Article Type: Article

Document Type: Newsletter; Trade

Word Count: 1678

... sub-suppliers and not least, customers themselves. It also entails a carefully orchestrated integration of **education** and training, effective teamwork, appropriate **reward** and recognition **systems**, clear communications, effective **performance measures**, quality control, continuous improvement, and many other systems and processes.

The broader definition of brand...

18/3,K/12 (Item 12 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
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05317010 Supplier Number: 48092451 (USE FORMAT 7 FOR FULLTEXT)

XENOMETRIX REPORTS NET LOSS

Biotech Financial Reports, v4, n11, pN/A

Nov 1, 1997

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 954

... our products to non-health care sectors such as chemicals. Finally, the Company implemented a **performance evaluation** and **incentive program** that gives each **employee** a larger stake in the success of the Company. The incentive plan is subject to...

18/3,K/13 (Item 13 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2002 The Gale Group. All rts. reserv.

05131940 Supplier Number: 47834072 (USE FORMAT 7 FOR FULLTEXT)

CULTIVATE WORKERS TO REAP SERVICE: CONSULTANT

GATTUSO, GREG

Supermarket News, p13

July 14, 1997

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 556

... all terminations and you'll become a better leader."

Several supermarkets have implemented a recognition **program** that rewards **employees** for achievements in the **store** or in their personal lives, Lloyd said.

Under such programs, a letter or call complimenting...

18/3,K/14 (Item 14 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2002 The Gale Group. All rts. reserv.

03701796 Supplier Number: 45240787

Incentives: There's More to Measure

Incentive Managing & Marketing Through Motivation, p11
Jan 2, 1995

Language: English Record Type: Abstract
Document Type: Magazine/Journal; Trade

ABSTRACT:

...for the design of motivational campaigns is not appreciated. Job satisfaction, which is linked to **employee performance**, is not **tracked**. **Incentive programs** were used by companies to measure sales, profits, quality and customer service.

...

18/3,K/15 (Item 15 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
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03082688 Supplier Number: 44198108 (USE FORMAT 7 FOR FULLTEXT)

Xerox Gets Big Splash from Travel: The Company Finds Its Sales Reps Are Energized by Unusual Trips

Business Marketing, v0, n0, p50
Nov, 1993

Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 719

... invited winning employees to such destinations as Portugal, Scotland and the Caribbean.

One way to **measure** the **success** of a travel **incentive program** is through **employee** satisfaction, says Mr. Haltigin, noting employee satisfaction levels rose 5% last year over 1991. 'Have...

18/3,K/16 (Item 16 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2002 The Gale Group. All rts. reserv.

01526941 Supplier Number: 41860562 (USE FORMAT 7 FOR FULLTEXT)

Kroger Moves Back in the Black
Supermarket News, p1

Feb 11, 1991
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 868

... quickly."

Chuck Cerankosky, an analyst with Prescott Ball & Turben, Cleveland, agreed that the company's **incentive program** is improving **store** -level **performance**. The **incentive system** "makes **employees** more sensitive to customer needs, inventory levels and product mix. And when it all works..."

18/3,K/17 (Item 17 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2002 The Gale Group. All rts. reserv.

01473228 Supplier Number: 41781705 (USE FORMAT 7 FOR FULLTEXT)
Olympics Yield Best 'Check-Out' Team
Discount Store News, v0, n0, p4
Jan 7, 1991
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 94

(USE FORMAT 7 FOR FULLTEXT)

TEXT:

...and culminated in a final held at BJ's. The contest was designed as an **employee incentive program** after attendance and **productivity tracking** systems were put in place. Linked to the store cash register, the program identifies cashiers...

18/3,K/18 (Item 18 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2002 The Gale Group. All rts. reserv.

01342151 Supplier Number: 41585967

Resource One, Incorporated announces major new software developments to meet the critical management needs of financial institutions.

News Release, p1

Oct 1, 1990

Language: English Record Type: Abstract
Document Type: Magazine/Journal; Trade

ABSTRACT:

...has now addressed the broader opportunity for effective performance measurement and compensation throughout the banking **organization**. The new **Motivator Performance Management System** enables **organizations** to **measure performance** accurately in a variety of areas: Commercial Lending Business Development Trust Management Brokerage Mortgage Operations...

18/3,K/19 (Item 1 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c) 2002 The Gale Group. All rts. reserv.

13399895 SUPPLIER NUMBER: 71838720 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Increasing the Effectiveness of Hotels' Investments: How to Avoid Throwing Good Money After Bad. (Statistical Data Included)

Chow, Chee W.; Wright, Penny L.; Haddad, Kamal H.

Cornell Hotel & Restaurant Administration Quarterly, 41, 6, 49
Dec, 2000

DOCUMENT TYPE: Statistical Data Included ISSN: 0010-8804

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 3645 LINE COUNT: 00404

... control escalation. Managers generally have some discretion to mediate such factors as the hotel's **performance - evaluation** and **reward system**, its control **system**, and the **organization** culture. It may be more difficult, however, for managers, owners, and executives to influence individual...

18/3,K/20 (Item 2 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB
(c) 2002 The Gale Group. All rts. reserv.

13024081 SUPPLIER NUMBER: 66357306 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Employee Profit Sharing: Consequences and Moderators. (researches examine the effects of employee profit sharing on overall company performance)

LONG, RICHARD J.

Industrial Relations (Canadian), 55, 3, 477

Summer, 2000

ISSN: 0034-379X LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 9743 LINE COUNT: 00813

... Performance." Journal of Economic Issues, Vol. 26, No. 2, 583-592.

COOKE, William N. 1994. " **Employee Participation Programs** , Group-Based **Incentives** , and Company **Performance** : A Union-Nonunion **Comparison** ." Industrial and Labor Relations Review, Vol. 47, No. 3, 594-609.

COOPER, Christine, Bruno DYCK...

18/3,K/21 (Item 3 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2002 The Gale Group. All rts. reserv.

12365046 SUPPLIER NUMBER: 62801275 (USE FORMAT 7 OR 9 FOR FULL TEXT)
REFLECTIONS ON THE "HIGH PERFORMANCE" PARADIGM'S IMPLICATIONS FOR

INDUSTRIAL RELATIONS AS A FIELD.

GODARD, JOHN; DELANEY, JOHN T.

Industrial and Labor Relations Review, 53, 3, 482

April, 2000

ISSN: 0019-7939 LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 14319 LINE COUNT: 01201

... Plant." Relations Industrielles, Vol. 52, No. 4 (Fall), pp. 839-65.

COOKE, William N. 1994. " **Employee Participation Programs** , Group-Based **Incentives** , and Company **Performance** : A Union-Nonunion **Comparison** ." Industrial and Labor Relations Review, Vol. 47, No. 4 (July), pp. 594-609.

Cotton, John...

18/3,K/22 (Item 4 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2002 The Gale Group. All rts. reserv.

12055536 SUPPLIER NUMBER: 61649761 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Wanted: Leader-Builders.

Yearout, Steve; Miles, Gerry; Koonce, Richard

Training & Development, 54, 3, 34

March, 2000

ISSN: 1055-9760 LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 5113 LINE COUNT: 00431

... for training, leadership development, and coaching and mentoring?

* Are core leadership attributes the basis for **performance appraisal**, **feedback** , **reward** , and recognition **systems** ?

* How committed is the **organization** to the continuous identification and development of new core competencies necessary to support changing mission...

18/3,K/23 (Item 5 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2002 The Gale Group. All rts. reserv.

12038790 SUPPLIER NUMBER: 61798459 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Motivation Online Pioneers ERM (TM) -- Employee Relationship Management.

PR Newswire, NA

April 6, 2000

LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 892 LINE COUNT: 00080

... productivity program through a simple graphical interface. Employees are automatically awarded points for performance-based achievements. Motivation Online's program keeps track of the points and notifies employees of the point awards and the behaviors that earned them. For the first time, managers...

18/3,K/24 (Item 6 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

11279683 SUPPLIER NUMBER: 55471358 (USE FORMAT 7 OR 9 FOR FULL TEXT)
The impact of employee involvement on small firms' financial performance.
Bryson, Alex
National Institute Economic Review, 169, 78(1)
July, 1999
ISSN: 0027-9501 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 10170 LINE COUNT: 01014

... Small Firms: A Review of the Literature, London: Policy Studies Institute.

Cooke, W. N. (1994), 'Employee participation programs, group-based incentives and company performance: a union-nonunion comparison', Industrial and Labor Relations Review, 47, 4, pp. 594-609.
Curran, J., Kitching, J. Abbott...

18/3,K/25 (Item 7 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

10166903 SUPPLIER NUMBER: 20224314 (USE FORMAT 7 OR 9 FOR FULL TEXT)
A vital link: the supervisor's role in managing diversity. (includes related article on politics)
Dobbs, Matti; Brown, Oliver
Public Manager: The New Bureaucrat, v26, n2, p53(4)
Summer, 1997
ISSN: 1061-7639 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 2875 LINE COUNT: 00259

... can result in misunderstandings, hence effective communications should be essential components of supervisory and management education programs.

Performance Evaluations and Rewards

Two levels of performance evaluations are critical in diversity management: appraising employee performance and supervisory accountability for diversity results. In...

18/3,K/26 (Item 8 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

09757576 SUPPLIER NUMBER: 19801231 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Xenometrix Reports Fiscal 1997 Results: New Business Strategy, Key Alliance Highlighted.
Business Wire, p9301453
Sep 30, 1997
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 1196 LINE COUNT: 00121

... our products to non-health care sectors such as chemicals. Finally,

the Company implemented a performance evaluation and incentive program that gives each employee a larger stake in the success of the Company. The incentive plan is subject to...

18/3,K/27 (Item 9 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

09167480 SUPPLIER NUMBER: 18961023 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Understanding and evaluating cross-functional sourcing team leadership.
Trent, Robert J.
International Journal of Purchasing and Materials Management, v32, n4,
p29(8)
Fall, 1996
ISSN: 1055-6001 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 5014 LINE COUNT: 00425

... process may also promote individual involvement. Finally, a skilled leader knows how to use an organization's performance evaluation and reward system to motivate members. A team of competent individuals will not achieve anything if its members fail to...

18/3,K/28 (Item 10 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

09094878 SUPPLIER NUMBER: 18816467 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Total quality management: empirical, conceptual, and practical issues.
Hackman, J. Richard; Wageman, Ruth
Administrative Science Quarterly, v40, n2, p309(34)
June, 1995
ISSN: 0001-8392 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 17548 LINE COUNT: 01449

... TQM, leaving only the rhetoric of "management by fact" (Zbaracki, 1994).

A large majority of organizations using TQM modify their performance measurement and reward systems so that achievement of specific quality goals can be assessed and rewarded, even though Deming (1993) explicitly argues...

18/3,K/29 (Item 11 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

08911000 SUPPLIER NUMBER: 18514935
Benchmarking knowledge management. (includes related article)
Hiebeler, Robert J.
Strategy & Leadership, v24, n2, p22(7)
March-April, 1996
ISSN: 0094-064X LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 3226 LINE COUNT: 00277

... knowledge:
* Organizations don't make sharing knowledge a basis for advancement and effectiveness in the organization, e.g., performance reviews don't include evaluation and reward systems based on success in sharing knowledge.
* There is a perceived lack of commitment of top leadership to sharing
...

18/3,K/30 (Item 12 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

08718952 SUPPLIER NUMBER: 18327984 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Bolen's thrives Texas style. (Bolen's of Fort Worth) (Company Profile)
Salas, Teresa D.
Gifts & Decorative Accessories, v97, n5, p218(3)
May, 1996
DOCUMENT TYPE: Company Profile ISSN: 0016-9889 LANGUAGE: English
RECORD TYPE: Fulltext; Abstract
WORD COUNT: 1239 LINE COUNT: 00096

TEXT:

...s retailing world is not unlike the world of a corporate executive. Acquisitions and divestitures, **employee** training and **incentive programs**, baseline reporting and **performance evaluations** all are part of his vocabulary.

18/3,K/31 (Item 13 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

08632775 SUPPLIER NUMBER: 18204437 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Nielsen 'census' filled with data. (census initiative for manufacturers and retailers from A.C. Nielsen) (Brief Article)
HFN The Weekly Newspaper for the Home Furnishing Network, v70, n16, p25(1)
April 15, 1996
DOCUMENT TYPE: Brief Article LANGUAGE: English. RECORD TYPE:
Fulltext
WORD COUNT: 240 LINE COUNT: 00024

... the tactical tools for the identification and measurement of industry best practices, including pay-for- **performance promotions**, **sales force compensation programs**, **store -level space management** and **inventory monitoring**.

"The census service enables clients to enjoy the full..."

18/3,K/32 (Item 14 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

08608560 SUPPLIER NUMBER: 18212350 (USE FORMAT 7 OR 9 FOR FULL TEXT)
The view of quality: middle managers' perspectives.
Madu, Christian N.; Kuei, Chu-hua
Industrial Management, v37, n5, p20(3)
Sep-Oct, 1995
ISSN: 0019-8471 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 1638 LINE COUNT: 00161

... customer satisfaction
Employee Satisfaction (ES) politics
absenteeism
leadership
financial rewards
turnover rate
non-financial rewards
performance evaluation
training and educational programs
promotion
job enrichment opportunities
overall **employee** satisfaction
availability
Employee Service Quality (ESQ)

responsiveness
timeliness
completeness
pleasantness

Component items for organizational performance...

18/3,K/33 (Item 15 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

08375247 SUPPLIER NUMBER: 17004337 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Teaching the teachers TQM. (total quality management)
Chen, Al Y.S.; Rodgers, Jacci L.
Management Accounting (USA), v76, n11, p42(5)
May, 1995
ISSN: 0025-1690 LANGUAGE: English RECORD TYPE: Fulltext; Abstract
WORD COUNT: 3180 LINE COUNT: 00274

... increasingly competitive world economy.
Milliken & Company stresses four key areas in which TQM is vital:
education , teamwork, performance measurement , and rewards .
Educational programs at Milliken go far beyond the basic training
required for the assigned job. As an...

18/3,K/34 (Item 16 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

07584208 SUPPLIER NUMBER: 16454044 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Effective cross-functional sourcing teams: critical success factors.
Trent, Robert J.; Monczka, Robert M.
International Journal of Purchasing and Materials Management, v30, n4,
p3(9)
Fall, 1994
ISSN: 1055-6001 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 5506 LINE COUNT: 00561

... indicate that an employee's formal job evaluation should include a component for team participation. Organizations can use a **performance evaluation** and **reward system** to **motivate** individual team member contribution and collective performance. Put simply, team members will exert effort if...

18/3,K/35 (Item 17 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

07539605 SUPPLIER NUMBER: 16062775 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Using process reengineering to revamp the finance function of a multinational pharmaceutical firm.
Recardo, Ronald J.
National Productivity Review, v13, n4, p551(6)
Autumn, 1994
ISSN: 0277-8556 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 1896 LINE COUNT: 00175

... to provide greater opportunities for close ongoing interactions with customers.

Business Systems

* Initiatives underway to **modify** the **performance management, reward , and recognition systems** to drive desired **employee behaviors**.
* Teams in place to study possible changes to the career development

'and training and...

18/3,K/36 (Item 18 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

07533276 SUPPLIER NUMBER: 15859242 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Gagging on chaos. (innovation in large corporations)
Bart, Christopher K.
Business Horizons, v37, n5, p26(11)
Sept-Oct, 1994
ISSN: 0007-6813 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 7203 LINE COUNT: 00584

... products through to launch;
* detailed, specific performance objectives;
* detailed and specific strategic plans;
* rigorous training programs;
* tight reward systems that link performance objectives to
employee evaluations;
* detailed and specific terms of reference, authority, and
responsibility for new product teams and their...

18/3,K/37 (Item 19 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

07512556 SUPPLIER NUMBER: 15728529 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Tying the carrots to merger pay-offs. (Chairman's Letter)
Rock, Robert H.
Mergers & Acquisitions, 29, n1, 5(1)
July-August, 1994
ISSN: 0026-0010 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 617 LINE COUNT: 00051

... is done relatively easily by tying rewards to the company's stock price. However, a system that measures and rewards performances at multiple levels in the organization has proven difficult to develop and implement.

Recently, compensation specialists have devised pay plans that...

18/3,K/38 (Item 20 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

07283689 SUPPLIER NUMBER: 16043934 (USE FORMAT 7 OR 9 FOR FULL TEXT)
CEO attitudes as determinants of organization design: an integrated model.
Lewin, Arie Y.; Stephens, Carroll U.
Organization Studies, v15, n2, p183(30)
Spring, 1994
ISSN: 0170-8406 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 11002 LINE COUNT: 00943

... as if other people's motivational structures are similar to their own; therefore, CEOs provide employees with performance evaluation and reward systems that they feel would spur themselves to good performance. CEOs who are achievement oriented should...

18/3,K/39 (Item 21 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

06803003 SUPPLIER NUMBER: 15144020 (USE FORMAT 7 OR 9 FOR FULL TEXT)
What do Russian managers really do? An observational study with comparisons
to U.S. managers.
Luthans, Fred; Welsh, Dianne H.B.; Rosenkrantz, Stuart A.
Journal of International Business Studies, v24, n4, p741(21)
Winter, 1993
ISSN: 0047-2506 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 8597 LINE COUNT: 00711

... and Randolph 1991
. Internal environment similarities included: entrepreneurship
climate, decentralization, managers expected to plan, surplus **employees**
dismissed, **performance** -based **reward systems**, efficiency **measured**
and rewarded, individual responsibility and accountability stressed, and
uncertainty regarding roles and responsibilities. THE COMPARISON...

18/3,K/40 (Item 22 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

06470844 SUPPLIER NUMBER: 13904564 (USE FORMAT 7 OR 9 FOR FULL TEXT)
3M labs build on safety incentives success.
Key, Matthew J.
Occupational Hazards, v55, n3, p43(4)
March, 1993
ISSN: 0029-7909 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 1533 LINE COUNT: 00133

... programs during 1993.
Getting Started
Achieving awareness though an awards program requires a joint
management/ **employee** effort that sets clear **goals** and solicits **employee**
feedback. Setting **goals** provides **incentives** **programs** with
benchmarks to **measure** **success** and reward **employees** for **achievements**
. Typical goals range from setting an objective of zero work hours lost due
to accidents...

18/3,K/41 (Item 23 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

06223714 SUPPLIER NUMBER: 14534935 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Paying for Productivity: A Look at the Evidence. (book reviews)
Bellman, Lawrence M.
American Economist, v36, n2, p98(2)
Fall, 1992
DOCUMENT TYPE: review ISSN: 0569-4345 LANGUAGE: ENGLISH
RECORD TYPE: FULLTEXT
WORD COUNT: 853 LINE COUNT: 00072

... period saw the decline in the use of incentive wages with the rise
of the **human** resources/personnel function, and their **evaluators** ' own
preference for **performance** appraisal and merit **systems** rather than
incentive plans. Profit sharing competed with pensions, with the latter
enjoying preferred tax treatment, and the...

18/3,K/42 (Item 24 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

06213218 SUPPLIER NUMBER: 13800301 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Marketing mutual funds: a strategy for the '90s. (includes related article)

(Cover Story)

Deutsch, Barry I.

Bank Marketing, v24, n10, p10(6)

Oct, 1992

DOCUMENT TYPE: Cover Story ISSN: 0888-3149

RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 2882 LINE COUNT: 00227

... that his bank is one of the most productive in the nation on a per-employee basis. White credits his success, in large measure, to an aggressive incentive compensation program that rewards branch employees for their referrals. "It's become a part of our culture," White says. "Everyone here..."

18/3,K/43 (Item 25 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2002 The Gale Group. All rts. reserv.

06164807 SUPPLIER NUMBER: 12946237 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Atlanta 100: the recession busters. (profitable businesses in Atlanta,

Georgia)

Schonbakk, Judith

Business Atlanta, v21, n10, p31(3)

Oct, 1992

ISSN: 0192-0855 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 1305 LINE COUNT: 00124

... work at R&D, and consume half the payroll, Kannan notes. Shankar also institutes an employee - bonus program based on performance and evaluation. Employees also are inspired, Kannan notes, by Shankar's own involvement in the firm, high ambition...

18/3,K/44 (Item 26 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2002 The Gale Group. All rts. reserv.

05892085 SUPPLIER NUMBER: 12254849 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Building morale at Disney resort. (Grosvenor Resort at Walt Disney World)

Lodging Hospitality, v48, n3, p26(1)

March, 1992

ISSN: 0148-0766 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 334 LINE COUNT: 00027

... control system involving preshift room inspections by teams of managers and a method to better evaluate employees' overall performance. A new reward program recognize employees for outstanding achievements.

Finally, Campbell added some fun to the department. She challenged her employees...

18/3,K/45 (Item 27 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2002 The Gale Group. All rts. reserv.

05433708 SUPPLIER NUMBER: 11187756 (USE FORMAT 7 OR 9 FOR FULL TEXT)

Annual survey: incentive plans on the rise in hospitals. (for officials and employees) (Cover Story)

Williams, James B.

Hospitals, v65, n17, p24(6)

Sept 5, 1991

DOCUMENT TYPE: Cover Story ISSN: 0018-5973 LANGUAGE: ENGLISH

RECORD TYPE: FULLTEXT
WORD COUNT: 2775 LINE COUNT: 00232

... incentives on the rise. Another significant trend is the increasing use of group and other **employee incentive programs**. Hospitals **report** ongoing interest in-and **successful** implementation of-plans such as gainsharing (12 percent), group incentives (27 percent), discretionary bonuses (29...).

18/3,K/46 (Item 28 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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05213212 SUPPLIER NUMBER: 10911657 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Use of employee incentives can enhance your profits. (Carlson Companies Inc.'s Carlson Marketing Group Inc. says employee incentive program benefits both employer and employee; Video Circus has own program)
Zall, Milton
Video Business, v11, n21, p46(1)
June 7, 1991
ISSN: 0279-571X LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 848 LINE COUNT: 00065

... been developed to reward safety, reduce absenteeism, reduce expenses, etc. One advantage is that their **success** can be **measured**. **Employee incentive programs** have a **goal** for each **participant**. When you add the aims for all involved, you come up with your overall company...

18/3,K/47 (Item 29 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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05118130 SUPPLIER NUMBER: 10452000 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Real benefits, real-time systems. (computer printing management system)
Harding, David
Graphic Arts Monthly, v63, n2, p45(4)
Feb, 1991
ISSN: 1047-9325 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 1665 LINE COUNT: 00128

... activities completed that day. These reports allow employees to make corrections, but also give immediate **feedback** on efficiency and **productivity**.

Our **employee bonus program** is based on efficiency, productivity, tardiness, sick days, and overtime. Employees receive a bonus every...

18/3,K/48 (Item 30 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

05110007 SUPPLIER NUMBER: 10384790 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Kroger moves back in the black.
Zwiebach, Elliot
Supermarket News, v41, n6, p1(2)
Feb 11, 1991
ISSN: 0039-5803 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
WORD COUNT: 914 LINE COUNT: 00073

... quickly."
Chuck Cerankosky, an analyst with Prescott Ball & Turben, Cleveland,

~ 'agreed that the company's incentive program is improving store -level performance . The incentive system "makes employees more sensitive to customer needs, inventory levels and product mix. And when it all works...

18/3,K/49 (Item 31 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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04152186 SUPPLIER NUMBER: 07975800 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Focus on LEC diversification. (local exchange carriers)
Wenner, David L.
Telephony, v217, n25, p37(6)
Dec 11, 1989
ISSN: 0040-2656 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT
WORD COUNT: 3019 LINE COUNT: 00249

... well-informed and to take hands-on action in key situations. And they must design performance evaluation systems that reward successful risk-taking.

These organizations also have to develop a cultural bias toward change. In the telephone business, the successful...

18/3,K/50 (Item 32 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2002 The Gale Group. All rts. reserv.

01997462 SUPPLIER NUMBER: 03208947
Eleven Simple Rules for Non-Cash Incentives.
Obermayer, J.
Business Marketing, v69, p44
April, 1984
LANGUAGE: ENGLISH RECORD TYPE: ABSTRACT

...ABSTRACT: poor. In order for the program to reward anyone, a company must be able to measure the participants performance . A motivation incentive program unlike a sales contest, is designed so a large number of participants can earn some...

18/3,K/51 (Item 1 from file: 160)
DIALOG(R)File 160:Gale Group PROMT(R)
(c) 1999 The Gale Group. All rts. reserv.

02326605
WTD Industries - Production Information
Annual Report 1989 p. 0

...continued to see steady improvements in productivity, reflecting the ongoing success of our company-wide incentive programs . Measured in board feet per employee , productivity in April 1989 was 7 percent higher than during the same period last year.

Despite...

18/3,K/52 (Item 2 from file: 160)
DIALOG(R)File 160:Gale Group PROMT(R)
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02194023
Strategy worth pursuing
Canadian Packaging April, 1989 p. 45
ISSN: 0008-4654

~ ^ ~ ... quality product and service is likely to be a long-term relationship. A formula for success includes system, measurement, reward, education and passionate determination to succeed. Within the company, is it critical to involve everyone in...

18/3,K/53 (Item 3 from file: 160)
DIALOG(R)File 160:Gale Group PROMT(R)
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00767821

Improshare' is a new employee incentives program that measures productivity gains and shares them with employees on a predetermined basis.

Vending Times April, 1982 p. 20,611

Improshare' is a new employee incentives program that measures productivity gains and shares them with employees on a predetermined basis.

18/3,K/54 (Item 1 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2002 The Gale Group. All rts. reserv.

02420877 SUPPLIER NUMBER: 63132484 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Education And Incentives From Motivation Online. (Company Business and Marketing)

Call Center Solutions, 18, 12, 119

June, 2000

ISSN: 1521-0774 LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 315 LINE COUNT: 00028

... a program administrator designs a productivity program, employees are automatically awarded points for performance-based **achievements**. **Motivation Online's program** keeps **track** of the points and notifies **employees** of the point awards and the behaviors that earned them.
To use the system, agents...

18/3,K/55 (Item 2 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2002 The Gale Group. All rts. reserv.

02400069 SUPPLIER NUMBER: 62101366 (USE FORMAT 7 OR 9 FOR FULL TEXT)
Motivation Online: Improvement And Incentive System. (Brief Article) (Product Announcement)

Call Center Solutions, 18, 10, 26

April, 2000

DOCUMENT TYPE: Brief Article Product Announcement ISSN: 1521-0774
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 133 LINE COUNT: 00015

TEXT:

...Web-based applications designed to track and recognize performance. After a company creates its productivity **program** on the **system**, **Motivation Online's program** monitors performance and notifies **employees** of the point awards and the behaviors that earned them. Through direct links with online...

18/3,K/56 (Item 1 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2002 The Gale Group. All rts. reserv.

03330403 Supplier Number: 46850655 (USE FORMAT 7 FOR FULLTEXT)
INSTITUTE OF PERSONNEL AND DEVELOPMENT: Reward Management - Help is at hand
M2 Presswire, pN/A
Nov 1, 1996
Language: English Record Type: Fulltext
Document Type: Newswire; Trade
Word Count: 459

... theme is 'People - the Key to Success.'
List of reward portfolio courses:
Developing and Managing **Reward Systems**
Job **Evaluation**.
Variable Pay
Performance Management
Employee Benefits and Pensions
Managing the Reward System
The Strategic Approach to Reward Management.
CONTACT: Jennifer...

18/3,K/57 (Item 2 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2002 The Gale Group. All rts. reserv.

02116844 Supplier Number: 43933695 (USE FORMAT 7 FOR FULLTEXT)
IBM CONSULTING GROUP TO FOCUS ON CULTURAL CHANGE
Report on IBM, v10, n26, pN/A
June 30, 1993
Language: English Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 585

... key components, including the organization's vision, value system, culture, structure, communications, decision making process, **incentive programs**, **performance evaluation**, compensations, **human resource programs**, organizational capability, individual competency, leadership, morale, and tolerance for change, said Janet Caldow...

18/3,K/58 (Item 1 from file: 570)
DIALOG(R)File 570:Gale Group MARS(R)
(c) 2002 The Gale Group. All rts. reserv.

02182795 Supplier Number: 81624821 (USE FORMAT 7 FOR FULLTEXT)
Individual incentive travel: Coming of age. (Back Talk).
Duyff, Phil
Potentials, v33, n5, p98(1)
May, 2000
ISSN: 1522-9564
Language: English Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 658

... incentive users, Web-based technology today offers new and more cost-efficient methods to promote **incentive campaigns**, communicate with **program participants**, **measure** and **track** individual **performance** and handle **award** fulfillment. For **program participants**, it allows new ways to check their standings, to choose from a selection of individual...?